

**MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT & SPECIAL PROJECTS**

**ANNUAL REPORT**

**2008**

**STEPHEN R. REED  
MAYOR**

**EDWARD L. NIELSEN  
DIRECTOR**

**LINDA P. WALKER  
DEPUTY DIRECTOR**



**Stephen R. Reed**  
**Mayor**

# **The City of Harrisburg**

## **Mayor's Office of Economic Development and Special Projects**

### **FOREWORD**

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## **I. DIRECTOR'S MESSAGE**

## 2008 DIRECTOR'S MESSAGE

The City of Harrisburg, Pennsylvania continues to enjoy a nationally and regionally secure position as one of the best renaissance cities for individuals and families to live, work, visit, invest and play in the Northeast, as well as the USA. The political and budgetary disruptions that continued through 2007 have reverberated throughout the Capital City in 2008, especially noteworthy in context of the global recession, and the recently enacted federal stimulus recovery initiatives, started in late 2008. Like virtually all other City entities, MOEDSP will seek to take advantage of the federal stimulus and recovery programs as they are announced.

Working with an economic development staff of just four persons, the Mayor's Office of Economic Development and Special Projects (MOEDSP) facilitates the economic and tourism development activities of the City, including a diversity of special projects that advance the City's pro-business agenda and residents' interests, including the *2009 Economic and Community Profile*; the redesign of the City web site and addition of new features; much-debated relocation of the federal courthouse; HACC- Midtown and related Campus Square Building and other initiatives; a complete retrofit of the Broad Street Market's heating, cooling, water, ventilation infrastructure; three City-based hotel development projects (Harrisburg Arts Hotel- Chestnut Street; Aloft by W- Second and State; Staybridge Suites- between HACC Wildwood and the PA Farm Show Complex); Southern Gateway Project; SOuth of MARket-SOMA- initiative, etc.

MOEDSP also continued its operational and budgetary oversight responsibilities for a modest revolving loan program for City-based businesses, the government access cable television station WHBG20, the City's web site (planned for a comprehensive redesign by Spring 2009) and general City-wide marketing initiatives, such as the two page advertisement in the Hershey-Harrisburg Regional Visitors Bureau's *2008 Visitors Guide* and *Inclusion* magazine. Additionally, MOEDSP provided a vital community liaison function, serving on the boards of the Pennsylvania League of Cities and Municipalities (PLCM), Harrisburg Hershey Regional Visitors Bureau (HHRVB), Capital Region Economic Development Corporation (CREDC), Penn State- Harrisburg (PSU), South Central Assembly for Effective Governance (SCA) and Harrisburg Downtown Improvement District (HDID), to name a few.

Building on nearly three decades of progressive growth and investment strategies, as well as entrepreneurial municipal government innovations, Harrisburg's future continues to brighten, as evidenced by the continued interest in businesses either locating in or re-locating to the City of Harrisburg, as the following report clearly demonstrates. This report does not attempt to address the myriad details of economic and tourism development activities in the City; instead, it serves to provide the reader with an accurate sense of the Capital City's dynamic economic development initiatives.

MOEDSP's long-standing and aggressive support of minority and women-owned business enterprises continued throughout the year, as is evident in the following reports. In December 2008, MOEDSP hosted an "Open for Business" seminar in City Council Chambers that attracted more than ninety participants, with excellent feedback from the attendees, most of whom were M/WBEs. A program is tentatively planned for the Fall of 2009, with a focus on retail development in various areas of the City.

Strategically, a significant downside of the approved 2008 budget that continues to compromise continued economic growth for the City was the 2007 elimination of funding for two critical MOEDSP staff positions (staff functions absorbed by the remaining staff). Staffing remains core to MOEDSP being able to achieve its mission; with a staff that has eroded over the last ten years (currently at four full-time positions), MOEDSP is stretched to its limits and showing the strain.

Likewise, an area that has deserved considerably more attention than it received in the past is marketing and promotion of Harrisburg as a destination in which to "live, work and play." To that end, the Harrisburg Broadcast Network (WHBG20-TV, City web site, production facilities) also functions within MOEDSP's annual operating budget. 2008 continued the work of a strategic and long-term marketing effort, evidenced in particular with the "*We the People...*" advertisement placed in the Central Pennsylvania Business Journal's premier issue of *Inclusion* magazine, September 2007. With the successes of 2008's modest marketing initiatives, 2009 will result in a City branding campaign, as yet undefined, but likely to unfold in April/ May 2009. Additionally, 2008 continued the delivery of more "useful" information to be broadcasted to the region's and City's viewers via WHBG20.

Although considerable progress in marketing and promotion was made in 2008, including laying the groundwork for a redesigned web site, continuing budget constraints prevented the city from developing a comprehensive marketing initiative for Harrisburg, including hard copy collateral materials (brochures, portfolios, pamphlets, etc.), as well as more educational/informative promotions of the City and region and its many activities and resources via WHBG20-TV. Consistent with previous years' projections and forecasts, 2009 is expected to yield some, but not all, of these significant marketing and promotional initiatives, solely dependent upon available funding.

Readers of this report will find the following: a brief history of MOEDSP; a summary of various economic development projects managed by MOEDSP staff; a diverse loan portfolio, including a summary of jobs created through each business client; business certifications; a summary of business start-up development and assistance; new mercantile accounts; MOEDSP staff roster and 2008 operating budget.

Should any reader have questions about this portion of the City's 2008 Annual Report, they are encouraged to contact MOEDSP directly:

Mayor's Office of Economic Development & Special Projects  
10 North Second Street, Suite 405  
Harrisburg, PA 17101  
W: <http://www.harrisburgpa.gov/moedsp/>  
T: +1.717.255.3027  
F: +1.717.255.6432

**A. ACTIVE LOANS/JOBS CREATED**



## ACTIVE LOANS/JOBS CREATED

The following is a list of the active loans and the jobs created by these loans:

<u>BUSINESS NAME</u>	<u>JOBS CREATED</u>	
916 South 14 <sup>th</sup> Street Partnership	150	
Amjad & Shahanna Ali	2	
Anointed Eats & Sweets, Inc.	2	
Appalachian Brewing Company	69	
Atomic Warehouse	1	
Basic Steps Daycare Center, Inc.	18	
BJ's Drywall	6	
Brother & Sister Food Service, Inc.	15	
Campus Cinema, LP		5
Capitol Region Health Systems	13	
Cutting Edge Signs	2	
Dasher, Inc.	24	
Design Consortium	1	
Downtown News	6	
FAM, Inc.	3	
FDA Packaging	65	
FEI Company	10	
Grandkott Corporation	4	
Harrisburg Irish Pubs, LLC d/b/a Molly Brannigans	10	
Howard Tire Company	14	
Invica	3	
Image and Print, Inc.	5	
Keystone Cab Service, Inc.	63	
Kline & Hippensteel		2
L. Myers Associates	15	
Librandi's Machine Shop	16	
Lil' Blessings Day Care, Inc.	18	
Mark Ventures D/B/A Mikayla's Place	10	
MATH, Inc.	12	
Milestone Inn		2
MOWA, Inc.	5	
NICJO, Inc. d/b/a McGrath's Pub	15	
Nightingale	8	
Onabella LTD.	18	

Pearl Hair Nail Salon	3	
Portia Wade D/B/A TAM, Inc.	3	
Quick Stop, Inc.	14	
RE Brown, Inc.	2	
Riverside Marina, Inc.	3	
Ryan's Room, Inc.	17	
Shear Insanity, Inc.	5	
South Pointe Marina		6
Spitzer Appraisal Services	1	
Suites at Stocks	26	
Susquehanna Outfitters	2	
T & D Convenience Store	2	
Turbine Airfoil Designs, Inc.	115	
Woodlore Builders Studio	15	
Zephyr Enterprise Services, Inc.	<u>15</u>	
<b>TOTAL</b>	<b>701</b>	

**B. 2008 LOANS**

**2008 ACTIVE REVOLVING LOANS**

<b><u>CLIENT</u></b>	<b><u>AMOUNT</u></b>
916 South 14 <sup>th</sup> Street Partnership	\$ 250,000.00
Amjad and Shahana Ali	\$ 21,500.00
Anointed Eats and Sweets, Inc.	\$ 63,671.00
Appalachian Brewing Company, Inc.	\$ 250,000.00
Appalachian Brewing Company, Inc.	\$ 30,000.00
Atomic Warehouse	\$ 58,929.86
Basic Steps Daycare Center, Inc.	\$ 40,795.73
BJ's Drywall and Services	\$ 10,000.00
Brother & Sister Food Services, Inc.	\$ 75,000.00
Cameron Real Estate, L.P.	\$ 240,000.00
Campus Cinema, L.P.	\$ 335,000.00
Capital Region Health System	\$ 100,000.00
Cutting Edge Signs	\$ 81,778.78
Cutting Edge Signs	\$ 27,038.55
Dasher, Inc.	\$ 125,000.00
Downtown News	\$ 40,000.00
FDA Packaging, Inc. (PA Competitive Grant)	\$ 250,000.00
FEI Company	\$ 75,000.00
Grandkott Corporation	\$ 230,000.00
Harrisburg Irish Pubs, LLC	\$ 100,000.00
Howard Tire Company, Inc.	\$ 150,000.00
Image & Print, Inc. - MODE Magazine	\$ 97,600.00
Invica	\$ 55,000.00
Keystone Cab Service, Inc.	\$ 19,252.12
Kline & Hippensteel (New Baldwin Economic Zone)	\$ 18,000.00
Librandi Machine Shop, Inc. (New Baldwin Economic Zone)	\$ 300,000.00
L. Myers Associates	\$ 186,629.00
MATH, Inc.	\$ 72,841.05
Mark Ventures, LLC D/B/A Mikayla's Place	\$ 85,000.00
The Milestone Inn, Inc.	\$ 110,000.00
MOWA, Inc.	\$ 125,000.00
NICJO, Inc.	\$ 100,000.00
Onabella, LTD.	\$ 135,000.00
Pearl Hair Nail Salon	\$ 19,000.00
Quick Stop	\$ 61,971.48
R. E. Brown, Inc.	\$ 2,500.00
Riverside Marina, Inc.	\$ 150,000.00
Ryan's Room, Inc.	\$ 160,000.00
Shear Insanity	\$ 20,000.00
South Pointe Marina, Inc.	\$ 50,258.43
Spitzer Appraisal Services	\$ 35,000.00

<b>Suites at Stocks</b>	<b>\$ 150,000.00</b>
<b>Susquehanna Outfitters, LLC</b>	<b>\$ 50,000.00</b>
<b>T &amp; D Convenience Store</b>	<b>\$ 20,000.00</b>
<b>Turbine Airfoil Designs, Inc.</b>	<b>\$ 250,000.00</b>
<b>Woodlore Builders Studio</b>	<b>\$ 32,000.00</b>
<b>Zephyr Enterprise Services, Inc.</b>	<b>\$ 248,791.00</b>

**C. 2008 CDBG PROGRAM LOAN RECIPIENTS**

## **COMMUNITY DEVELOPMENT BLOCK PROGRAM**

## **COMMUNITY DEVELOPMENT BLOCK PROGRAM**

**The Mayor's Office of Economic Development and Special Projects (MOEDSP) Community Development Block Program (CDBG) provides financial assistance to small businesses located within specific census tracts of the City of Harrisburg. Those census tracts, or the majority of the block numbering areas within those tracts, have historically and continue to exhibit high incidences of poverty, crime, and blight, and have been underserved by and underrepresented by commercial enterprises found in the City's more affluent neighborhoods. The program is designed to address those historical and deep-rooted economic inadequacies by promoting the start-up, maintenance, and expansion of small businesses that will both provide goods and services, and employment opportunities, to the residents of the targeted communities.**

### **CDBG PROGRAM LOAN RECIPIENTS**

**Lil' Blessings Day Care, Inc. Minority-Owned**  
**1419 North Second Street, Suite 4, Harrisburg, PA 17102**  
**Ms. Jennifer Sims Received \$20,000 for a day care center. Expanded.**

**A Personnel Connection, LLC Minority-Owned**  
**18<sup>th</sup> and State Streets, Harrisburg, PA 17104**  
**Ms. Samara Gallatin received \$20,000 for a start-up employment agency.**

**Jersey City Clothing & Beauty Accessories Minority-Owned**  
**1501 Derry Street, Harrisburg, PA 17104**  
**Mr. McNeil received \$11,000 for a retail clothing and beauty accessory store.**

**Pearl Hair Nail Salon, Inc. Minority-Owned**  
**310 Reily Street, Harrisburg, PA 17102**



## **II. NEW BUSINESS OPPORTUNITIES & OTHER MOEDSP PROJECTS**

## **NEW BUSINESS OPPORTUNITIES & OTHER MOEDSP PROJECTS**

### **BJ's DRYWALL & SERVICES**

Bobby Jones, Sr., was assisted by MOEDSP in the form of capital to continue the expansion of his minority-owned drywall and home repair and development business.

### **CAMPUS CINEMA, LP**

Formerly Midtown Cinema, Campus Cinema, LP, is owned by GreenWorks Development, LLC, and is expanding their audiovisual, theater and computer art program. There will be a new theater constructed and additional retail space will be provided. The plan includes morning coffee and light breakfast foods for Midtown workers, students and visitors. Once the Campus Square Building is complete, Campus Cinema will move into a state-of-the-art space included in the building.

### **DASHER, INC.**

Dasher, Inc. is a PA Certified WBE located at 1660 South Cameron Street. Dasher, Inc. is a full-service direct marketing center with a 41,000 square foot facility. Dasher, Inc. provides printing, mailing, email blasts, delivery and courier services, just to name a few services. Dasher employs 24 people and is the newest client of MOEDSP.

### **MARK VENTURES, LLC D/B/A MIKAYLA'S PLACE**

Mikayla's Place is a woman-owned minority MBE specializing in childcare, and is located in an 84,000 square foot facility that was opened by Monica Archie, at 2023 Market Street in Harrisburg, in the former AAA Building. The facility has the capacity of hosting up to 160 children, and has 13 full and part-time staff members providing care for the children that attend there.

### **TURBINE AIRFOIL DESIGNS, INC.**

Turbine Airfoil Designs, Inc. is located at 1400 North Cameron Street and is a crucial employer of the City of Harrisburg. Located in the industrial Cameron Street Corridor, TAD specializes in the high-tech manufacturing of turbine parts for airplane engines for industry buyers both domestic and international. An MBE, TAD employs 115 employees.

**CENTER FOR INTERCULTURAL EDUCATION AND DEVELOPMENT,  
UNIVERSITY OF GEORGETOWN, AND CITY OF HARRISBURG  
PARTNERSHIP**

In March of 2008, MOEDSP was contacted by The Center for Intercultural Education and Development of Georgetown University regarding CIED program participant visits to production and industrial companies in the City of Harrisburg and surrounding area. CIED Georgetown has a program that specializes in executive management training and class work for professionals, government executives and students of various backgrounds from various nations. MOEDSP saw this as an opportunity to participants to various Harrisburg-based and regional companies, and to the City and area in general for not only educational purpose but to also promote the City and region to the global market.

CIED visited the City of Harrisburg in November of last year. The first visit was on November 13, 2008, by a group of MBA students from the University of Versailles, France. These French students and professionals visited Turbine Airfoil Designs, Inc., a producer of jet turbines and a MOEDSP loan client, and Amphenol InterCon Systems, a computer connector and technology company based just outside of the City corporate limits. At both locations, the French students were briefed by company executives and toured each facility. The following week, on November 20<sup>th</sup>, a group of Chinese governmental executives from the Guangxi Zhuang Autonomous Region visited Harrisburg City Government Center, where they were briefed by Director Edward L. Nielsen of MOEDSP, Wilfred Muskins, Deputy Secretary for International Business Development, Commonwealth of Pennsylvania Department of Community and Economic Development, and President Ben Frazier of Turbine Airfoil Designs. After which they visited the Hershey Company Headquarters, where they were briefed by Uday Shrikantia (director of Wal-Mart Global Development for Hershey's) and Paul Price, International Business Development, Hershey's on International Management.

The City of Harrisburg has over a dozen more visits, following the same format, in the planning process for 2009. The City has released press releases and encourages manufacturing companies in this area to contact Marko Primorac, the Special Assistant to the Director of the Mayor's Office of Economic Development and Special Projects, at 255-3027, to possibly schedule possible CIED Georgetown University group visits to promote business in the City of Harrisburg and the region.

### **III. BUSINESS DEVELOPMENT ACTIVITY**

## **A. CERTIFICATIONS/RECERTIFICATIONS**

## **CERTIFICATIONS**

During 2008, there were nine (9) new businesses certified through The Mayor's Office of Economic Development and Special Projects' Division of Contract Compliance and Minority and Women Business Enterprises. The businesses are as follows:

### **NAME**

1. B J's Drywall & Services
2. Reinaman Engineering Group
3. Construction Project Management Services, Inc.
4. Rahman & Dunham Investment Corporation, Inc.
5. Webb Enterprise Companies, LLC
6. Mighty Oak Enterprises, LLC
7. A Personnel Connection, LLC
8. Dirty Dog Enterprises, LLC
9. Mavickar Environmental Consultants

## **RECERTIFICATIONS**

During 2008, there were ninety-five (95) businesses recertified through The Mayor's Office of Economic Development and Special Projects' Division of Contract Compliance and Minority and Women Business Enterprises.

## **B. OUTREACH ASSISTANCE**

**Outreach Assistance  
To  
Business Owners & Potential Business Owners  
Year 2008**

New Vendor Directory of Certified Minority & Women Business Enterprises:

In December, the 2009 Vendor Directory of Certified Business Enterprises was completed. This new directory, with its fresh new look, contains existing and new clients with various diverse capabilities. In addition to the Minority and Women Business Certification, the new directory indicates the firms that have obtained the Disadvantaged Business Enterprise Certification (DBE).

Current Number of Certified Clients

MBEs: 70

WBEs: 25

MBEs/WBEs: 5

Procurement Outreach/Related Information:

MOED NEWS, Weekly Newsletter:

Newsletters are sent on a weekly basis to Certified Clients

Procurement memos, flyers and related telephone calls on business opportunities and important business news are forwarded to clients

Notices of Seminars and Conferences for Business Growth and Development also are sent to clients

Assistance Provided for the Period (Appointments, Walk-ins; Telephone Calls: 305  
Minority, Women, Disadvantaged, Veteran-owned, and Caucasian Business Owners

Prime Contractor Requests & Other Requests for Names of City of Harrisburg's  
MBE/WBE Certified Vendors: 103

Requests for MBE/WBE Certification Application: 30

Number of Persons Attending Business Start-up Seminars: 63

The Business Start-up Seminar is a much needed format to provide services to Clients. This format saves time, provides information to a greater number of established and/or potential clients, allows for client interaction and is a great forum for client networking.



**Outreach Assistance  
To  
Business Owners & Potential Business Owners  
Year 2008  
(cont'd)**

**Examples of Successful MOED/SP Businesses:**

**Brother & Sister Food Services Company**  
713 South 22<sup>nd</sup> Street  
Harrisburg, PA 17104

Small Business Enterprise

This wholesale firm is home to one of the greatest food processing facilities in the country. Some of the very flavorful products that are manufactured and distributed on a wholesale basis include old and new world specialty foods. In addition to various kinds of meat products, the company manufactures and cans chicken pate, beef pate, stews, various soups and luncheon meat.

**Dasher, Inc.**  
1660 South Cameron Street  
Harrisburg, PA 17104

Woman Business Enterprise

Dasher, Incorporated has been a city-based business since 1985. The firm specializes in Complete Direct Marketing Services, Database Management, Complete Mail Processing, Machine and Specialty Hand Work, and Delivery and Courier Service.

**Red Tail Productions, LLC**  
210 South 18<sup>th</sup> Street  
Harrisburg, PA 17104

Minority Business Enterprise

This firm specializes in Multi-media Graphic Design, Digital Design for all Types of Communications: Print, Video; Websites, Design Production of Video Commercials and Promotions, and is the Publisher of Long Riders Magazine.

**Stuart & Associates Architects, Inc.**  
601 State Street  
Lancaster, PA 17603

Woman Business Enterprise

This firm provided the Architectural Design and Services for the Lancaster Arts Hotel located at 300 Harrisburg Avenue, Lancaster. This is an urban boutique hotel that features deluxe accommodations for business and vacation visitors. It is a destination for guests who want to experience comfort, art, beauty, and unique surroundings.

**Outreach Assistance  
To  
Business Owners & Potential Business Owners  
Year 2008  
(cont'd)**

**Swifteagle Enterprises, Inc**  
3629 Tudor Drive  
Harrisburg, PA 17109

Minority Business Enterprise

This firm specializes in Smartware, Smart Pens Automated Data Entry, Educational Software – Trails, provides Distributor Support, Computer Hardware, Software and Peripherals, Notebook Computers and Workstations.

**Hatcher's Flooring**  
240 Ridge Street  
Steelton, PA 17113

Minority Business Enterprise

The Hatcher Flooring Company provides expert Floor Covering, Carpet Sales and Installation, Self-Leveling Floors and Resilient Flooring.

**A. P. Plumbing , Heating & HVAC**  
516 Emerald Street  
Harrisburg, PA 17110

Minority Business Enterprise

This is a firm that holds a City of Harrisburg Master Plumbing License. The firm's capabilities are Plumbing, Heating and HVAC.

**Construction Project Management Services, Inc.**  
707 Alexander Road, Suite 208  
Princeton, NJ 08540

Minority Business Enterprise

In 2007, Construction Project Management Services, Inc. was named: Top 100 Small Business of the Year Award in the U.S., Top 100 Service Disabled Veteran Business Award, and Top 100 African American Construction Management Firms in the U.S. The firm's clients include: Merrill Lynch, New Jersey; Hill International, New Jersey, and Bovis Lend Lease, New York.

**Young & Company, Inc.**  
1301 Derry Street, Suite 205  
Harrisburg, PA17104

Minority Business Enterprise

Young & Company are experts in Diversity Consulting, Business Development, Training, and Contract Compliance.

**Outreach Assistance  
To  
Business Owners & Potential Business Owners  
Year 2008  
(cont'd)**

**Disadvantaged Business Enterprise (DBE) Seminar:**

**The Mayor's Office of Economic Development & Special Projects joined in partnership with the Harrisburg Redevelopment Authority for this special outreach project.**

The Harrisburg Redevelopment Authority (HRA) received a grant from the Federal Transit Administration (FTA) for additional renovations at the historic Harrisburg Transportation Center. As part of the FTA grant requirements, the Harrisburg Redevelopment Authority began efforts to provide opportunities for certified Disadvantaged Business Enterprises (DBEs) to participate in HRA's federally-funded transportation project.

To facilitate outreach efforts for this transportation renovation project, HRA and the Mayor's Office of Economic Development and Special Projects, joined with the Pennsylvania Department of Transportation's Bureau of Equal Opportunity and Cheyney University of Pennsylvania. Through the combined efforts of the noted agencies, the DBE Seminar was held at the City of Harrisburg, City Council Chambers, on December 3<sup>rd</sup>.

This informative DBE Seminar was presented to encourage Minority, Women, and other small businesses to become certified as Disadvantaged Business Enterprises (DBEs) (49 CFR Part 26) to be utilized on the federally-funded Harrisburg Transportation Center Project.

The DBE Supportive Services Center, a shared initiative of Cheyney University of Pennsylvania and the Pennsylvania Department of Transportation (PennDOT), is the administrator of the DBE Supportive Services Program for Pennsylvania. The mission of the Center is to provide training and consulting services that will enable DBEs to acquire the proficiency, expertise and experience necessary to compete, on an equal basis, with non-DBEs for federally-assisted contracts and subcontracts. This seminar was also intended to help build a business's "bottom line." For additional information, please contact:

Cheyney University DBE Supportive Services Center, (877) 736-6323  
Email: [penndbe@cheyney.edu](mailto:penndbe@cheyney.edu) ... [www.penndbe.com](http://www.penndbe.com)

Harrisburg Redevelopment Authority (717) 238-9601  
Email: [jforte@hra-harrisburgpa.org](mailto:jforte@hra-harrisburgpa.org)

City of Harrisburg  
Mayor's Office of Economic Development & Special Projects (717) 255-3027  
[www.harrisburgpa.gov](http://www.harrisburgpa.gov)

### **C. BUSINESS START-UP/DEVELOPMENT ASSISTANCE**

## **BUSINESS START-UP/DEVELOPMENT ASSISTANCE**

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Covanta Company	Harrisburg	MBE/WBE Solicitation
Luu Dang	Harrisburg	Business Information
José Salazar	Harrisburg	Business Assistance
Arshad Ali	Harrisburg	Business /Financial Assistance
Webb Environmental Co.	Harrisburg	Certification Information
Eileen Norman	Harrisburg	General Information
Carlos Mattos	Harrisburg	Business Assistance
Brookside Acres	Harrisburg	Business Information
Tyeshia Organ	Harrisburg	Scheduled for Business Seminar
Mackenly Philippe	Harrisburg	Scheduled for Business Seminar
William Tisinger	Harrisburg	Scheduled for Business Seminar
Lyonel Jean-Louis	Harrisburg	Scheduled for Business Seminar
Angela Bates	Harrisburg	Scheduled for Business Seminar
Tyrone Watford	Harrisburg	Scheduled for Business Seminar
Mitchell's Electrical	Harrisburg	Business Recertification
Joyce Crutchfield	Harrisburg	Financial Information
DHARO Company	Harrisburg	Business Assistance
Christopher Fields	Harrisburg	Certification Information
CAP Mortgage Funding	Harrisburg	Financial Information
B J's Drywall & Services	Harrisburg	Financial Assistance
Big Brothers Plumbing	Harrisburg	Certification/Financial Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Triangle Fire Protection	Carlisle	MBE/WBE Solicitation
Phillips & Associates	Mechanicsburg	Business Information
Macajah Brown	Lancaster	Business Information
Vicki Mosten	Harrisburg	Scheduled for Business Seminar
Young & Company	Harrisburg	Business Information
Richard A. Thom Co.	Philadelphia	Business Information
Community First Fund	Lancaster	Business Information
Milford White	Harrisburg	Business Information
PayTime Company	Camp Hill	Assistance for Client
John Dunlap	Harrisburg	Contract Consulting
Isaiah Moon	Harrisburg	Scheduled for Business Seminar
West Chester University	West Chester	MBE/WBE Conference
Aurora Lockhart	Harrisburg	Financial Information
Rojas Painting Co.	Lancaster	Certification Information
Mar Plus Cleaning Service	Lancaster	Certification Information
Babcock Power Co.	Worcester, MA	MBE/WBE Solicitation
Brown's Roofing	Harrisburg	Business Information
Patricia McCann	Mechanicsburg	Business Update
Penn State Electrical	Lancaster	Business Assistance
Joseph E. Bass	Harrisburg	Financial Information for Client
Linda Gilgore	York	Certification Information
Pattillo's Pastry	Steelton	Financial Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Pearl Beauty Salon	Harrisburg	Financial Information
Ann Deeley/H & R Block	Harrisburg	Financial Assistance for Client
Anna Marie Sossong, Esq.	Harrisburg	Business Assistance for Client
Thomas Liott, Jr.	Mechanicsburg	Financial Information
Williams' Landscaping	Oberlin	Business Information
Robert Grant	Duncannon	Business Information
Phyllis Dew	Harrisburg	Financial Information
Lee Wiggins	Tuscoloosa, AL	Business Information
International Food Market	Steelton	Business Information
Benchmark Solutions	Pittsburgh	Business Assistance
Medi-Smart Entertainment	Mechanicsburg	Scheduled for Business Seminar
York City ED Office	York	Business Information
SMB & R	Camp Hill	MBE/WBE Solicitation
Monica Archie	Harrisburg	Business Information
Valerie Blanding	Harrisburg	Financial Information
Construction Project Mgt.	Princeton, NJ	Business Assistance
Economic Research Assn.	Chicago, IL	Business Information
First Capitol Insulation	York	Withdrew WBE Certification
Basic Steps Daycare	Harrisburg	Financial Information
Wali Mahmoud	Harrisburg	Business Information
Darlene Colon	Harrisburg	Financial Information
Walter Howell	Harrisburg	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Stuart Delves	Harrisburg	Business Assistance
David Clouser	Harrisburg	Business Complaints
Terrance Buda	Camp Hill	Business Information
McGrath's Pub	Harrisburg	Business Information
Carrie Caraballo	Harrisburg	Business Assistance
Turbine Airfoil Designs	Harrisburg	Financial Information
Joshua Mindlin	Harrisburg	Financial Information
Dirty Dog Hauling	Harrisburg	Business/Financial Information
Howard Tire Co.	Harrisburg	Business Assistance
Lobar Construction	Dillsburg	MBE/WBE Solicitation
Forefront Construction	Harrisburg	Business Information
Turner Construction Co.	Philadelphia	MBE/WBE Solicitation
Heavenly Helpers	Harrisburg	Business Information
Charles Harford	Harrisburg	Business Information
Bishop Nathan Baxter	Harrisburg	Business Assistance
Marion Isom	Harrisburg	Scheduled for Business Seminar
Aaron Silver	Harrisburg	Scheduled for Business Seminar
Mike Dickey	Harrisburg	Italian Market Business Closing
R & D Transportation	Harrisburg	Certification Information
Hippensteel & Kline	Steelton	Business/Financial Information
Nightengale Wellness Ctr.	Harrisburg	Financial Information
Loving Handz Daycare	Steelton	Scheduled for Business Seminar



<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Reynolds Construction Co.	Harrisburg	MBE/WBE Solicitation
Bart Hazim	Etters	Business Assistance
Craig Bethea	Harrisburg	Business Assistance
Sharie Gilmore	Harrisburg	Scheduled for Business Seminar
Joey Davidson	Harrisburg	Scheduled for Business Seminar
Rubin Martinez	Harrisburg	Scheduled for Business Seminar
Leah Brooks	Harrisburg	Scheduled for Business Seminar
Lawson Blair	Harrisburg	Scheduled for Business Seminar
Jana Caldwell	Harrisburg	Scheduled for Business Seminar
Hands' Off Janitorial Co.	Hummelstown	Scheduled for Business Seminar
Team Brandt Marketing	Dillsburg	Certification Information
Thelma Washington	Harrisburg	Business Information
H-N-W Entertainment	Lemoyne	Business Information
Junk Man Hauling	Harrisburg	Business Information
Central Penn Welding	Harrisburg	Business Information
Tara Pepper	Harrisburg	Business Assistance
Genevieve Fitzgibbon	Harrisburg	Business Assistance
The Baklava Goddess	Lebanon	Business Information
Emanuel Stoute	Harrisburg	Financial Information
York Housing Authority	York	MBE/WBE Solicitation
Rogele, Inc.	Dillsburg	MBE/WBE Solicitation
Chance Trucking	York	Certification Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Audrey Winters	Harrisburg	Scheduled for Business Seminar
Ali Mohamed	McSherrystown	Business Information
Mighty Oak Enterprises	Harrisburg	Certification Information
JR & B Painting/Wallpaper	Lancaster	Certification Information
Traffic Control Services	York	Business Information
Clark Renovations	Harrisburg	Scheduled for Business Seminar
MEF Commercial Services	Camp Hill	Business Information
HACC Business Center	Harrisburg	Scheduled Business Seminars
RJ's Transport	Carlisle	Certification Information
Shanterrol Smith	Enola	Financial Information
Careim Williams	Harrisburg	Financial Information
Homestyle USA	Palmyra	Business Information
Shelia Weinstock	Harrisburg	Business Information
A J's Home Improvements	Harrisburg	Scheduled for Business Seminar
Career Builders	Chicago, IL	Business Information
A Personnel Connection	Harrisburg	Certification Information
A & T Cleaning Service	Harrisburg	Certification Information
Kathleen Mish	Lebanon	Scheduled for Business Seminar
Diane Maynard	Harrisburg	Financial Information
Reinaman Engineering	Mechanicsburg	Certification Information
Diane Patteiger	Harrisburg	Business Information
Top flight Painting/Drywall	Harrisburg	Certification Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Adam Miller	Harrisburg	Site Information
Ontario Specialty Cont.	Buffalo, NY	MBE/WBE Solicitation
Florence Brooks	Harrisburg	Business Assistance
Taneisha Williams	Harrisburg	Financial/Site Information
Disability Rights of PA	Harrisburg	Site Information
Troyvon Fields	Highspire	Scheduled for Business Seminar
Tasha Coley	Harrisburg	Scheduled for Business Seminar
S T Wolf	Harrisburg	Certification Information
Powers & Associates	Harrisburg	Site Information
Hatcher's Flooring	Steelton	Business Assistance
Louis Butts	Harrisburg	Business/Financial Information
Ethel Alton	Harrisburg	Scheduled for Business Seminar
Idris Cox	York	Business Information
Christine Dunn	Harrisburg	Business Information
Reginald Guy	Harrisburg	STG Group/Referral
Naval Support Activity	Mechanicsburg	MBE/WBE Solicitation
Ben Franklin Investment	Harrisburg	Business Information
Khalid Abuhakmeh	Camp Hill	Business Information
José Rodriquez	Harrisburg	Business Information
AACCPA	Harrisburg	Business Update
Skelly & Loy	Harrisburg	Business Information
M-J Trust Properties	Camp Hill	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Carida Caraballo	Harrisburg	Business Information
WCI Partners	Harrisburg	Business Information
Second Chance Program	Harrisburg	Business Information
Clark Resources	Harrisburg	MBE/WBE Solicitation
Arley Smith	Harrisburg	Scheduled for Business Seminar
Jeffrey Schaffer	Monroeville	MBE/WBE Solicitation
Lisa's Fine Foods	Harrisburg	Financial Information
Barbara Livingston-Littlejohn	Los Angeles, CA	Personal Information
Gallery on Walnut	Harrisburg	Business Information
Faulcon's Janitorial	Harrisburg	Business Information
J & T Construction Co.	Harrisburg	Business Information
3SIS Company	Harrisburg	Business Information
Deborah Pinock	Harrisburg	Financial Information
Assad Brunner	Harrisburg	Business Information
Cohen Associates, Inc.	Camp Hill	Business Information
Keith Ford	Harrisburg	Scheduled for Business Seminar
Derry Twp School District	Hershey	Literature/Upcoming Conference
Shaunda McBride	Harrisburg	Scheduled for Business Seminar
Missey's Friends	Harrisburg	Business/Financial Information
Harrisburg Business Group	Harrisburg	Business Information
Ayana Penn	Harrisburg	Scheduled for Business Seminar
Ardee Burno, Jr.	Harrisburg	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
D. Nelson & McClure, PC	Chambersburg	MBE/WBE Solicitation
Teah Pendleton	Harrisburg	Scheduled for Business Seminar
Acaiea Business Services	Etters	Business Information
Tracy Marshall	Harrisburg	Business Information
Abdul Kareem Querd	Harrisburg	Business Information
Timothy East	Harrisburg	Business Information
Simons & Company	Harrisburg	Financial Information
Luz Maldonado	Harrisburg	Scheduled for Business Seminar
Isaiah Moon	Harrisburg	Scheduled for Business Seminar
Eric Carter	Harrisburg	Scheduled for Business Seminar
Inian Carter	Harrisburg	Scheduled for Business Seminar
Lisa Mayo-Tillman	Harrisburg	Scheduled for Business Seminar
Dionne Mason-Roper	Harrisburg	Scheduled for Business Seminar
Riley Janitorial, Inc.	Harrisburg	Scheduled for Business Seminar
Crystal Newkirk	Harrisburg	Scheduled for Business Seminar
Terrance Jones	Harrisburg	Business Information
Charles Dominic	Harrisburg	Scheduled for Business Seminar
Dasher, Inc.	Harrisburg	Business Information
Business Builders Worldwide	Harrisburg	Business Information
Jonathan Thomas	Harrisburg	Business Information
Specialist Roofing	Harrisburg	Business Information
Allison Hill Organization	Harrisburg	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Royal Goodrich Mgt. Co.	Harrisburg	Site Information
GSA Recoveries	Harrisburg	Financial Information
Florida Screens	Opa-Locka, FA	Distributor Information
M. J. Sullivan	Harrisburg	Business Information
Brother & Sister Food Ser.	Harrisburg	Business Information
Turbine Airfoil Designs, Inc.	Harrisburg	Business Information
Stocks on 2 <sup>nd</sup>	Harrisburg	Business Information
Flo's Cleaning Co.	Harrisburg	Business Information
C & H Baseball	Brodenton, FL	Business Information
Duane Dyson	Harrisburg	Scheduled for Business Seminar
Diane Leslie	Harrisburg	Scheduled for Business Seminar
Community First Fund	Harrisburg	Financial Information
Lobar, Inc.	Dillsburg	MBE/WBE Solicitation
Brenda Gay	Harrisburg	Business Information
Diane Maynard	Harrisburg	Financial Information
Baldwin Holdings	Harrisburg	Financial Information
Ruth Saft	Harrisburg	Scheduled for Business Seminar
G-Money Enterprises, Inc.	Harrisburg	Business Information
M.T. Johnson Group	Harrisburg	Business Information
Ruth Leif	Santa Rose, CA	Licenses for City Convention
YMCA of Harrisburg	Harrisburg	Financial Information
Chris Frank	Baltimore, MD	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Carlos Montos	Harrisburg	Financial Information
Sinclair Lewis	Harrisburg	Business Information
Megan Dawson	Pittsburgh	Business Information
Joseph Philips	Dover	Certification Information
Lakiesha Durden	Harrisburg	Scheduled for Business Seminar
Anthony Santiago	Hummelstown	Business Information
Wilfredo Lombardo	Harrisburg	Business Information
MBR Company	Reading	MBE/WBE Solicitation
Family Contracting Co.	York	Business Information
Allsafe Enviro-Tech	Harrisburg	Business Information
School District of York	York	MBE/WBE Solicitation
Nathaniel Weems	Harrisburg	Certification Information
CAMPH, Inc.	York	Certification Information
DeGarcia & Associates	Harrisburg	Business Assistance
Julio Diaz	Harrisburg	Financial Information
Frey Lutz Company	Lancaster	MBE/WBE Solicitation
John DiFrancesco	Middletown	Business/Financial Information
Lehman Property Mgt.	Harrisburg	Business Information
Hbg. Housing Authority	Harrisburg	MBE/WBE Solicitation
Antonio Hayes	Highspire	Financial Information
ADTEK Engineering	Baltimore, MD	Certification Information
Donald Mayes	Harrisburg	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Lad's Christian Academy	Harrisburg	Financial Information
Olivia Broy	Harrisburg	Financial Information
Kubarchik.Co.	Exeter	MBE/WBE Solicitation
Randall Love	Harrisburg	Scheduled for Business Seminar
Lorenzo Ali	Harrisburg	Scheduled for Business Seminar
Doris Drake	Harrisburg	Scheduled for Business Seminar
Abdul Bashir	Philadelphia	Business Information
Patricia White	Harrisburg	Scheduled for Business Seminar
Shamaine Hammani	Harrisburg	Business Information
The Vartan Group	Harrisburg	MBE/WBE Solicitation
Avilla Murphy	Harrisburg	Scheduled for Business Seminar
Sherrie Murphy	Harrisburg	Scheduled for Business Seminar
Tamara Robinson	Harrisburg	Financial Information
Robert Brown	Harrisburg	Financial Information
Smart Wires, Inc.	York	Certification Information
W.W. Caulking, LLC	Harrisburg	Business Information
Franklin Benson	Harrisburg	Site Information
JOAO & Bradley Co.	Bethlehem	MBE/WBE Solicitation
Barnard Construction Co.	Billings, MT	Business Information
Kevin Cibulka	Harrisburg	Financial Information
Del Riley	Harrisburg	Certification Information
Joe Becker	Harrisburg	Financial Information



<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Stacey Feldman	Harrisburg	Conference Items/Material
Landis Horwell	Carlisle	Business Information
Michael Heard	Harrisburg	Financial Information
Darraine Jones	Harrisburg	Scheduled for Business Seminar
Tracy Ray	Harrisburg	Scheduled for Business Seminar
A.P. Williams Co.	Harrisburg	MBE/WBE Solicitation
Troy Bennett	Highspire	Scheduled for Business Seminar
Phillip Bennett	Middletown	Scheduled for Business Seminar
Central PA Cleaning Co.	Harrisburg	Certification Information
Terri Marquart	Harrisburg	Business Information
Sherba Bruce	Province, RI	Financial Information
Tanisha Williams	Harrisburg	Scheduled for Business Seminar
Commercial Interiors Co.	York	Certification Information
Joanne Gray	Harrisburg	Business Information
Brian Fentinman	Allentown	Business/Site Information
Louis Young	Harrisburg	Business Information
Kemron Environmental	Atlanta, GA	Certification Information
Olupcia Joseph	Harrisburg	Scheduled for Business Seminar
Integrated Contractors	Harrisburg	Business Information
Capitol Installations Corp.	Harrisburg	MBE/WBE Solicitation
Terra-Aqua Consultants	Manheim	Business Information
Mavickar Environmental	Harrisburg	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Stan Womack & Assoc.	Harrisburg	Business Assistance
JEM Construction Co.	Harrisburg	MBE/WBE Solicitation
Pampered Peacock Vintage	Harrisburg	Financial Information
Belva Linen	Harrisburg	Financial Information
Delores Ritzman, Esq.	Harrisburg	Business Information
André Howerton	Harrisburg	Business Information
Charles Flood	Harrisburg	Scheduled for Business Seminar
Deanell Boswell	Harrisburg	Scheduled for Business Seminar
Angila Johnson	Harrisburg	Scheduled for Business Seminar
George Williams	Harrisburg	Scheduled for Business Seminar
Lisa McMillion-Shahbaz	Steelton	Scheduled for Business Seminar
Robert Nelson	Harrisburg	Scheduled for Business Seminar
Dr. Anil Rastogi	Harrisburg	Certification Information
Drexel Group	Camp Hill	Certification Information
Richard Spraglin	Harrisburg	Business Information
Robert Nelson	Harrisburg	Scheduled for Business Seminar
Juanita Palmer	Harrisburg	Financial Information
Central PA Welding	Harrisburg	Business Information
Sara Lee Earth Grains	Sara Lee, MO	Business Assistance
Harrisburg Parking Auth.	Harrisburg	MBE/WBE Solicitation
Ivan Robinson	Harrisburg	Business Information
Major Renovations	Harrisburg	Business Information

<b><u>NAME</u></b>	<b><u>LOCATION</u></b>	<b><u>NATURE OF BUSINESS</u></b>
Integrated Trends	Camp Hill	Business/Certification Information
Walter Meck	Dillsburg	Business Information
Dr. Malathy Nair	Hummelstown	Bus/Certification Information
Ern's Construction Co.	Harrisburg	Business Information
Apple Electric Co.	Harrisburg	Business Information
Sherrie Noel	Harrisburg	Business Information
Glace Associates	Camp Hill	MBE/WBE Solicitation
Quandel Group	Harrisburg	MBE/WBE Solicitation
McCormick-Taylor Co.	Harrisburg	Business Information
Timothy Coston	Chester	Business Information
Gordon's Electric	Harrisburg	Business Information
Todd Grier	Harrisburg	Financial Information

## **V. EMPLOYEE ROSTER**

**MAYOR'S OFFICE OF ECONOMIC DEVELOPMENT AND SPECIAL  
PROJECTS**

**EMPLOYEE ROSTER**

<b><u>STAFF</u></b>	<b><u>JOB CLASSIFICATION</u></b>	<b><u>START DATE</u></b>
Edward Nielsen	Director	05-23-05
Linda Walker	Deputy Director	03-24-85
Chad Edwards	Director-HBN	05-05-03
Marko Primorac	Special Assistant to the Director	04-29-08
Jackson Lattimore	Technician	01-08-09
Marie Bessick	MBE Development Specialist II	09-20-82

**VI. 2008 OFFICE BUDGET**

**ECONOMIC DEVELOPMENT  
&  
SPECIAL PROJECTS**

**2008 BUDGET**

<b>Allocation Plan</b>		<b>Position Control</b>		
PERSONNEL SERVICES		JOB CLASSIFICATION	2008 BUDGET ALLOCATION	
Salaries-Mgmt	265,360	Director	1	90,000
Salaries-BU	83,534	Deputy Director/Contract	1	58,390
Salaries – Part-Time	0	Production Technician	1	23,400
Overtime	0	Executive Director – HBN	1	54,945
Fringe Benefits	100,515	Special Assistant to Director	1	38,626
Total	449,409	Total Management	4	265,360
OPERATING EXPENSES		MBE/WBE Dev. Specialist II	1	47,542
		Secretary I	1	35,992
Communications	15,260			
Professional Services	23,675			
Utilities	0			
Insurance	0	Total Bargaining Unit	2	83,534
Rentals	1,501			
Maintenance & Repairs	0			
Contracted Services	7,340			
Supplies	10,994	Total Part-Time	1	23,400
Minor Capital Equipment		Overtime		0
Total	57,770			
CAPITAL OUTLAY		FICA		26,973
	1,114	Healthcare Benefits – Active		73,542
		Healthcare Benefits – Retirees		0
		Total Fringe Benefits		100,515
TOTAL APPROPRIATION	509,293	TOTAL	7	449,409